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ISRAEL

Citrus

**ISRAEL: REVIEW OF THE CITRUS SECTOR IN
MY 1997
1998**

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Report Highlights:

Israeli Citrus production for 1998/99 is expected to decline 10% due to hot and dry weather conditions.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
Annual Report
Israel [IS], IS

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Executive Summary

Marketing Year (MY) 1997: After years of declining production, Israel's total annual citrus crop has stabilized near 900,000 metric tons . Production value in 1997 represented 6.5 percent of total agricultural production value. Exports totaled 330,000 MT ; eighty percent was shipped to Western Europe.

Total citrus area in the spring of 1998 reached 27,080 ha, including 3,500 ha of young, non-bearing orchards. Area increased for Sweeties, tangerines and mandarins and pomelos and declined for white grapefruit and old shamouti orchards.

MY 1998 prospects. Due to extremely hot and dry weather in the spring of 1998, which badly affected the citrus blossom, MY 1998 yields are expected to fall by 10 percent, to 809 ,000 MT. Exports are expected to grow to 346 ,000 mt.

A Citrus Marketing Board estimate indicates that by 2002 planted area will total 28,500 ha, production will be 1,100 ,000 mt and exports some 486 ,000 mt.

Production

CITRUS, TOTAL PRODUCTION AND EXPORTS - BY SPECIES

	PROD 97	EXPORTS 97	PROD 98	EXPORTS 98
ORANGES	397	140	340	147
TANGERINES	117	47	109	46
LEMONS	20	1	17	1
GRAPEFRUIT	352	137	336	147
OTHER CITRUS	9	5	7	5
TOTAL	895	330	809	346

Source: Summary of production and export data in PS&D tables of this report.

PSD Table						
Country:	Israel					
Commodity:	Fresh Citrus,Other					
		1996		1997		1998
	Old	New	Old	New	Old	New
Market Year Begin		10/96		10/97		10/98
Area Planted	1200	1200	550	1800	0	1700
Area Harvested	800	800	510	1100	0	1200
Bearing Trees	0	0	0	0	0	0
Non-Bearing Trees	0	0	0	0	0	0
TOTAL No. Of Trees	0	0	0	0	0	0
Production	6	6	8	9	0	7
Imports	0	0	0	0	0	0
TOTAL SUPPLY	6	6	8	9	0	7
Exports	5	5	7	5	0	5
Fresh Dom. Consumption	1	1	1	3	0	1
Processing	0	0	0	1	0	1
TOTAL DISTRIBUTION	6	6	8	9	0	7

PSD Table						
Country:	Israel					
Commodity:	Fresh Grapefruit					
		1996		1997		1998
	Old	New	Old	New	Old	New
Market Year Begin		10/96		10/97		10/98
Area Planted	8700	8700	8800	7700	0	7500
Area Harvested	7750	7750	7600	7000	0	7200
Bearing Trees	0	0	0	0	0	0
Non-Bearing Trees	0	0	0	0	0	0
TOTAL No. Of Trees	0	0	0	0	0	0
Production	408	408	352	352	0	336
Imports	0	0	0	0	0	0
TOTAL SUPPLY	408	408	352	352	0	336
Exports	127	125	125	137	0	147
Fresh Dom. Consumption	15	13	17	12	0	18
Processing	266	270	210	203	0	171
TOTAL DISTRIBUTION	408	408	352	352	0	336

PSD Table						
Country:	Israel					
Commodity:	Fresh Lemons					
		1996		1997		1998
	Old	New	Old	New	Old	New
Market Year Begin		10/96		10/97		10/98
Area Planted	1250	1250	1400	1300	0	1300
Area Harvested	1000	1000	1000	1000	0	1050
Bearing Trees	0	0	0	0	0	0
Non-Bearing Trees	0	0	0	0	0	0
TOTAL No. Of Trees	0	0	0	0	0	0
Production	17	17	20	20	0	17
Imports	0	0	0	0	0	0
TOTAL SUPPLY	17	17	20	20	0	17
Exports	2	2	3	1	0	1
Fresh Dom. Consumption	14	13	15	17	0	15
Processing	1	2	2	2	0	1
TOTAL DISTRIBUTION	17	17	20	20	0	17

PSD Table						
Country:	Israel					

Commodity:	Oranges					
		1996		1997		1998
	Old	New	Old	New	Old	New
Market Year Begin		10/96		10/97		10/98
Area Planted	11270	11270	11600	10600	0	10500
Area Harvested	10860	10860	10450	10300	0	10400
Bearing Trees	0	0	0	0	0	0
Non-Bearing Trees	0	0	0	0	0	0
TOTAL No. Of Trees	0	0	0	0	0	0
Production	366	366	397	397	0	340
Imports	0	0	0	0	0	0
TOTAL SUPPLY	366	366	397	397	0	340
Exports	164	167	175	140	0	147
Fresh Dom. Consumption	72	58	75	110	0	75
Processing	130	141	147	147	0	118
TOTAL DISTRIBUTION	366	366	397	397	0	340

PSD Table						
Country:	Israel					
Commodity:	Fresh Tangerines					
		1996		1997		1998
	Old	New	Old	New	Old	New
Market Year Begin		10/96		10/97		10/98
Area Planted	5600	5600	5700	5230	0	5600
Area Harvested	4300	4300	4000	3780	0	4250
Bearing Trees	0	0	0	0	0	0
Non-Bearing Trees	0	0	0	0	0	0
TOTAL No. Of Trees	0	0	0	0	0	0
Production	112	112	118	117	0	109
Imports	0	0	0	0	0	0
TOTAL SUPPLY	112	112	118	117	0	109
Exports	39	39	45	47	0	46
Fresh Dom.	31	30	32	28	0	32
Consumption						
Processing	42	43	41	42	0	31
TOTAL	112	112	118	117	0	109
DISTRIBUTION						

CITRUS, TOTAL

Production

MY 1997 total harvest reached 895 ,000 mt. The 1.5 percent drop in production was due to reduced quantities of white grapefruit. Hot and dry weather in May 1998 badly affected the citrus blossom and dropped the MY 1998 production forecast by 10 percent to 809 ,000 mt. CMBI's forecast for MY 2002 is for total production of 1,100 ,000 mt of which an estimated 486 ,000 mt will be exported. Production value in CY 1997 totaled NS 790 million, representing 6.5 percent of Israel's total agricultural production value, similar to it's share in CY 1993 and CY 1994. Estimates for CY 1998 indicate a decline of 12 - 15 percent in production value.

Production Policy

See details in the MY 1997 semi annual report on policy governing subsidization of development of citrus in southern Israel, and allocation of recycled water for this purpose. In previous years,

new planting were subsidized by ten to 30 percent, depending on the location of the new grove.

In formulating the FY 1999 government budget the GOI limited the 30 percent grants to outlying areas, such as the Negev. However, subsequently research indicated that the shamouti orange, an important component of the Israeli export mix, cannot produce good, high yields in the south and other peripheral areas. Consequently, Ministry of Agriculture (MOA) policy was reversed and the higher grants are again offered also in traditional areas such as the central coastal plain.

Farm Gate Prices

Average farm gate prices in MY 1997 were much lower than in the previous year. Significant differences were observed between main marketing companies. This has led to the growers' demand to be allowed more direct involvement in price determination, until now dictated solely by the exporting firms on a take-it-or-leave-it basis. The tables below indicate that in some cases the contractors, who take the fruit from the growers on consignment, pay a negative farm gate price for fruit destined for the domestic market. In other words, they are charged for delivering their fruit to the exporter. This is the result of attributing the price paid by processors to all of the culls, and subtracting the sorting, cleaning and packing costs from that. In many cases, the price does not cover the costs. In reality, not all of the culls go to processing. In MY 1997 an estimated 110,000 mt were sold for fresh domestic consumption and the contractor pocketed the difference between the consumer price and the processing price.

Shamouti Farm Gate Price By Exporter (NS\mt)

Exporter	Market Share	Local Market	Export	Average
	(%)			
Mendarin	41	55	681	370
Tnuport	22	55	634	345
Agrexco	22	62	567	315
Pardess	12	55	562	309
Others	3	70	568	319
Average	100	57	627	343
Average in \$		16	174	95

Table: Topaz Farm Gate Price By Exporter (NS\mt)

Exporter	Market Share	Local Market	Export	Average
	(%)			
Mendarin	29	65	1,164	615
Tnuport	27	0	740	370
Agrexco	25	63	692	378
Pardess	17	25	640	333
Others	2	70	730	400
Average	100	41	836	438
Average in \$		11	234	122

Sweetie Farm Gate Price By Exporter (NS\mt)

Exporter	Market Share	Local Market	Export	Average
	(%)			
Mendarin	25	0	1,613	807
Tnuport	38	0	1,592	796
Agrexco	23	-71	1,770	850
Pardess	11	0	1,566	783
Others	3	-70	1,613	771
Average	100	-18	1,635	809
Average in \$		-5	457	226

Sunrise Grapefruit Farm Gate Price By Exporter (NS\mt)

Exporter	Market Share	Local Market	Export	Average
	(%)			
Mendarin	27	0	703	352
Tnuport	31	0	562	281
Agrexco	28	-63	621	279
Pardess	9	0	554	277
Others	5	1	570	286
Average	100	-18	616	299
Average in \$		-5	172	84

White Grapefruit Farm Gate Price By Exporter (NS\mt)

Exporter	Market Share (%)	Local Market	Export	Average
Mendarin	36	0	562	281
Tnuport	30	0	376	188
Agrexco	22	-56	369	157
Pardess	11	0	490	245
Others	1	1	475	238
Average	100	-13	454	221
Average in \$		-4	127	62

Planted Area

Total citrus area has dropped from 41,500 ha in the early 80's to only 27,080 ha in MY 1997. Most of the area reduction is of white grapefruit and old shamouti orchards. Some of these uprooted orchards were replaced by Sweetie, Pomelos and other exotics. While area planted to oranges and grapefruit has contracted in recent years by 45 percent, easy peelers, Sweetie and pomelo areas grew by 25 percent. Planted area in MY 98 is expected to reach 27,500 ha, of which 4,500 ha will be non-bearing. Most of the young groves are planted to "exotic" varieties.

Planted Citrus Area - by Variety

- 1,000 ha -

Variety	MY 1997		MY 1995	MY 1981
	Bearing	Non-bearing	Total	Total
Oranges	10.3	0.3	11.5	23.0
Grapefruit	7.0	0.7	9.0	9.5
Sweetie	1.0	0.7	1.0	0.0
Lemons	1.0	0.3	1.0	2.0
Peelers	3.7	1.3	5.4	5.7
Others	0.6	0.2	2.6	1.3
Total	23.6	3.5	30.5	41.5

Source: Citrus Marketing Board of Israel (CMBI)

The planted area in the center of the country, which for many years was the main citrus growing area, is declining, while planted area in the southern part (the Negev) is growing

under the encouragement of the government.

Consumption

Actual fresh domestic consumption is not known, due to significant sales through unofficial channels. The only fresh citrus entering the local market through official channels are export surpluses. That is the reason for fluctuation from year to year in the statistics of quantities shipped to the local market and why it is difficult to see any steady trend in per capita consumption.

Trade Marketing Policy

For a review of the development of marketing policy and grower-exporter relationships, see the mid-year MY 1998 review of May, 1998. As 80 percent of the buyers abroad are retail chains, the ability to provide large and regular shipments is a critical factor in market penetration, hence growers are unable to negotiate individual supply contracts. It is still too early to evaluate the performance of the company formed by growers from the Eastern Galilee and the Golan who were dissatisfied with the commercial terms offered by the 6-firm export cartel.

The growers, led by the Citrus Growers' Organization, are trying to develop a direct approach to the markets, thus reducing quantities sent to the packing houses. By pre sorting and delivering directly to the local buyers and to the processors they expect to save \$25 dollars per ton or more on packing house costs.. They expect significantly to raise average farm gate income for non- exported citrus

Trade Policy

Fresh imports: There are no imports of fresh citrus. Phytosanitary restrictions bar the entry of all citrus types. Thus, any tariffs on fresh imports are purely theoretical as are the tariff rate quotas (TRQs) for fresh citrus of U.S. origin, granted under the 1996 U.S.-Israel Agreement on Food and Agriculture. Under the agreement the 1998 TRQ on U.S. oranges, grapefruit, and “exotic” citrus (citrons, kumquats, limequats) is 1,124 mt of each. The duty-free quota on lemons and limes is 337 mt.

Processed imports: The TRES on citrus products are more meaningful. Separate quotas exist for concentrated and non-concentrated juice, for frozen or not frozen juice, all in industrial size packs of at least 100 kg. Tariffs apply even on the industrial packs, both within and beyond the quota. The duties are lower on the 100 kg packs than on the consumer packs. This creates problems for fast food chains which work with large consumer packs of more than one kg but much less than the industrial size.

**Quota (mt) Applicable General Tariff U.S. Discount
from General**

	In-TRY	Out of TRY	Tariff		
<u>Orange juice</u>					
Frozen concentrated					
pack > 100 kg	3,308 mt	14.2%	14.2% + NS 1.63/kg		10%
pack < 100 kg	nil	N.A.	24.8% + NS 1.63/kg		12%
Frozen not concentrated					
pack > 100kg	3,308	14.2% + NS0.33/kg	24.8% + NS0.33/kg		12%
pack < 100 kg	nil	N.A.	24.8% + NS0.33/kg		
10%					
Not frozen, concentrated					
Pack > 100 kg.	3,308	14.2%	14.2% + NS1.63/kg		10%
Pack < 100 kg.	nil	N.A.	24.8% + NS1.63/kg.		
12%					
Not frozen, not concentrated					
Pack > 100 kg.	3,308	14.2% + NS0.33/kg.			10%
Pack < 100 kg.	nil	N.A.	24.8% + NS0.33/kg.		
12%					

	Quota (mt)	Applicable General Tariff		U.S. Discount from General Tariff
		In-TRY	Out of TRY	
<u>Grapefruit Juice</u>				
Not concentrated				
Pack > 100 kg.	551	14.2% + NS0.33/kg.		10%
Not concentrated				
Pack <100 kg.	nil	N.A.	24.8% + NS0.33/kg.	
12%				
Concentrated				
Pack > 100 kg.	551	14.2%	14.2% + NS1.63/kg.	10%
Pack < 100 kg.	nil	N.A.	24.8% + NS5.30/kg.	
12%				

The processing industry claims that it imports concentrates mainly to improve the flavor of its products and, in recent years as production slides, to cover temporary shortages. The EU, Israel's main market also for processed citrus, claims that Israeli manufacturers are taking advantage of reduced duties on citrus products under the EU-Israel Free Trade Area agreement, and, in effect, switching labels on imported Brazilian concentrate and shipping it to European markets. A recent conflict on this subject has been quieted and now the GOI Quality Control Institute tests the origin of the product before granting an export permit. The

agreement with the EU allows imports of up to 15 percent of total production volume. Beyond that proportion, Israeli product entering the European Union runs the risk of being assessed a high tariff. Main imports of citrus concentrates are from Brazil.

Exports

MY 1997 exports totaled 23.3 million boxes, compared to 24.1 million a year earlier and 24.7 million in MY 1995. Orange exports ended 15 percent lower than in 1996 and 20 percent lower than in MY 1995. Grapefruit sales (both red and white) were 17 percent lower than in MY 1996 and 27 percent lower than in MY 1995.

Fresh Citrus Exports by Main Groups					
	thousand of boxes				
	MY	MY	MY	Change-%	Change-%
Variety	1997	1996	1995	97/96	97/95
Oranges					
Shamouti	6,328	7,301	7,301	-13	-13
Valencia Lates	2,362	2,736	3,238	-14	-27
Navels, Trovita	560	731	764	-23	-27
Total Oranges	9,250	10,768	11,303	-14	-18
Grapefruit					
White	2,072	2,386	2,642	-13	-16
Red Blush	55	214	434	-75	-87
Sunrise	5,004	4,199	3,614	19	38
Ray Rubi	159	171	43	-7	270
Total grapefruit	7,290	6,970	6,733	5	8
Other					
Sweetie	1,953	1,784	1,732	9	13
Peelers	3,879	3,603	3,611	8	7
Lemons	74	172	316	-57	-77
Others	838	778	1,021	8	-18
Grand Total	23,284	24,075	24,716	-3	-6

Source: Citrus Marketing Board of Israel (CMBI)

Fresh Export Destinations and Export Policy

The European Union's share of Israeli export stands at 70–75 percent of the total. It has remained relatively stable over the years. According to a new export strategy jointly prepared

by the CMBI, the exporters and the growers, the share of Eastern Europe and the Far East will expand at the expense of western Europe. As response to the change in market demand and mainly to difficult competition from Spain, Morocco and Florida in western European markets, Israeli exporters will attempt to reduce the quantities of oranges and white grapefruit destined to those traditional markets. Future exports to most markets in the future will remain in the hands of several exporters as was the case over the past five years, despite the competition and potential reductions in price caused by it. However, in view of the poor MY 1997 marketing results with Sweetie, the vast majority of which traditionally is destined for Japan, it was decided that Sweetie exports in MY 1998 would be in the hands of a single exporter, under an advisory "Joint Chiefs of Staff" made up of all the exporters to Japan.

Citrus Exports to the EU in MY 1997 - By Variety mt

Variety	Total	of which: EU	Share - %
Oranges	140,000	111,632	79.7
Grapefruit			
White	30,000	28,217	94.0
Red	80,000	61,772	77.2
Total	110,000	89,989	81.8
Sweetie	27,000	2,700	10.0
Peelers	47,000	33,000	70.2
Lemons	1,000	600	60.0
Others	5,400	3,376	62.5
Total	330,400	241,297	73.0

Source: Citrus Marketing Board of Israel (CMBI)

Prices in Export Markets:

Israel's citrus industry is based on fresh fruit exports, 75 percent of which reach Western Europe. Therefore, price fluctuations in European markets have a serious effect on the industry's profitability.

Oranges: Increased MY 1997 shipments by Spain to Western and Eastern Europe depressed prices in local currencies. From an Israeli standpoint, the strong position of the dollar *vis a vis* most European currencies has caused orange prices to fall in the past two years.

Shamouti: The price for Shamouti oranges in Germany and France, in local currencies has been quite stable since the mid 80s. The price for shamouti was high relatively high in MY 94 and MY 95 but dropped significantly in MY 96 and MY 97. The wholesale price which stood at \$750 - \$800/mt in MY 95 fell to \$600/mt in MY 97.

Valencia Late: Valencia prices in France and Germany, which stood at \$800/mt in MY 1994, declined to \$700 - \$750/mt in the following year, to \$700/mt in MY 96 and reached \$600/mt in MY 97.

Grapefruit: Prices for Israeli grapefruit differ from market to market. Throughout Europe in MY 98, prices for red grapefruit from Israel in local currencies were higher than in the previous year while the overall average price from all sources and all of Western Europe, expressed in dollars, did not change from MY 98.

The following tables present average prices during the main export season, for the main species in three different markets:

Citrus Prices, Covent Garden - London, UK
Pence/kg

Variety	Source	MY 1997	MY 1997	MY 1995
Red Grapefruit	Florida	61.3	56.5	56.5
	Israel	48.2	52.3	57.1
Sweetie	Israel	54.0	NA	NA
Oranges	Israel	35.0	23.3	50.0
	Spain	38.7	40.0	50.0
	Morocco	36.7	40.0	48.3

Source: Ministry of Agriculture, Market Intelligence Department

Citrus Prices, Germany, Average for 13 markets
DM/kg

Variety	Source	MY 1997	MY 1997	MY 1995
Red Grapefruit	Florida	1.54	1.35	1.45
	Israel	1.47	1.23	1.22
	Turkey	1.00	1.05	1.28
White Grapefruit	Israel	1.35	1.24	1.24
	Cyprus	1.81	0.73	1.77
Oranges	Morocco	1.08	1.12	1.16
	Spain	1.28	1.42	1.33

Source: Ministry of Agriculture, Market Intelligence Department

Citrus Prices, Rungis – Paris
FF/kg

Variety	Source	MY 1997	MY 1997	MY 1995
Red Grapefruit	Florida	5.20	4.50	4.80
Lemons	Spain	5.88	6.20	6.56
Oranges	Morocco	3.60	4.00	4.04
	Spain	4.30	NA	5.80

Source: Ministry of Agriculture, Market Intelligence Department

Sweetie

Sweetie exports in MY 1997 reached 1.95 million boxes, compared to 1.7 million in MY 1995 and 1.8 million in MY 1996. Total yield in MY 98 was 47 ,000 mt, of which 27 were exported, 2 ,000 mt were consumed as fresh and 18 ,000 mt were processed. Total bearing area is 1,000 ha. Another 700 ha will mature over the next three years. Total production is expected to reach 80 ,000 mt, which may well create marketing difficulties. Japan is the main destination for the Israeli Sweetie, accounting for 1.758 million boxes, or 90 percent of all exports. Japanese importers suffered heavy losses during the 97/98 export season, since it is now known that the Japanese market is not yet ready for these quantities imported from Israel. Therefore only 1.1 million boxes were ordered for the MY 1998 season. Due to the marketing problems they encountered in MY 1997 the importers have jointly demanded that the Israeli exporters contribute to a sales promotion campaign for next season. Farm gate prices for exported Sweetie which three years ago reached \$700/mt, dropped to \$450/mt in 1997/8. In order to improve economic performance and prepare the industry for the larger harvests forecast for coming years, the following recommendations were made:

1. Exports to Japan will be carried out by one exporting company common to all exporters to Japan, in the past.
2. Exporter market shares will be based on an export quota, according to each exporter's historical market share.
3. The Sweetie export season will be extended from the present two months to four or five months in the future. This is to be accomplished by shipping yellow fruit to Europe under the name "Sweet Grapefruit", in addition to the green Sweetie now sent to Japan.

Processed Citrus

Citrus deliveries to processing plants fell from 700 – 1,000 ,000 mt in the late 80's to 390 ,000 mt in MY 98. The principal cause was the uprooting of the main citrus varieties utilized by the processors and growers' refusal to send citrus to the processing plants at the low farm gate price offered. As a consequence, 13 plants have shut down since 1990, out of a total of 17 plants previously active. The plants still working include Ginned Samuel, Pros-Gadded,

Pardess and Vanir. The four processing plants left, have a processing capacity of 500 ,000 mt. Actually only 394 ,000 mt were processed in MY 98 of which 146 ,000 mt were oranges, 203 ,000 mt of grapefruit, two thousand tons of lemons and 43 ,000 mt were other citruses, mainly tangerines.

Citrus, Deliveries to Processing Plants
Thousands of mt

Marketing Year	Oranges	Grapefruit	Lemon	Others	Total
1990	380	264	18	51	713
1991	290	199	14	38	541
1992	229	262	2	37	530
1993	171	234	8	27	440
1994	130	279	4	38	451
1995	150	221	4	38	413
1996	141	270	2	43	456
1997	147	203	2	42	394
1998 (forecast)	118	171	1	32	322

Source: Citrus Products Board of Israel

Raw Material Prices

Officially Reported Farm Gate Prices for Raw Material
\$/mt

Marketing Year	Oranges	Grapefruit
1993	102	108
1994	108	115
1995	119	102
1996	80	45
1997	90	50

Source: Reports by plants and Citrus Growers Organization

Actually final prices paid to the growers in 1997 were much lower.

Citrus Product Exports

Eighty percent of all processed citrus is exported, mainly to the EU. According to the free trade agreements between Israel and the EU and EFT AA countries, citrus products from Israel enter duty-free on condition that the citrus products are produced from raw materials grown in Israel. Nineteen percent taxes are imposed on orange products and 12 percent on grapefruit products from Brazil and the US. In other export markets Israeli products have no tax benefits.

Citrus Product Exports
000' US dollars

Calendar Year	Export
1991	252.7
1992	230.0
1993	171.5
1994	168.3
1995	187.4
1996	195.2
1997	164.4
1998 (Jan – June)	93.8

Source: Citrus Products Board of Israel.

Export revenues total \$125 million. In the 1996/7 season 456 ,000 mt were processed, yielding the same revenues. The main industry products are grapefruit and orange concentrates, segments and relatively small quantities of fresh frozen single strength juice. Some producers, however, develop and supply new individually tailored to measure products upon special request from the customer. These products include: purees, etheric oils, bases and comminutes.

Citrus Product Exports 1996, 1997

Product	Custom Code	CY 1996		CY 1997	
		Quantity Mt	Amount \$000'	Quantity mt	Amount \$000'
Orange Concentrate	2008301	NA	4,636	6,471	4,838
Orange Puree	2008302	4,586	4,025	2,006	1,548
Grapefruit Concentrate	2008303	NA	2,319	2,404	1,743
Grapefruit Puree	2008304	NA	1,781	418	410
Lemon Concentrate	2008306	NA	944	86	81
Other Concentrate	2008308	NA	192	66	97
Orange Slices	2008312	NA	354	1,059	1,307
Grapefruit Slices	2008314	18,026	20,357	18,500	21,891
Other Citrus Slices	2008321	NA	422	613	877
Orange Juice	2009100	NA	39,739	31,451	30,983
Grapefruit Juice	2009200	37,731	37,449	33,603	26,223
Other Citrus Juice	2009300	NA	5,070	3,044	4,161
Total Citrus Products			117,288	99,721	94,159

Source: CBS, Foreign Trade Statistics.

Trade Matrix
Citrus Products by Destinations
\$ thousands

Calendar Year	1996	1997
U.S.	7,209	8,271
Italy	3,700	2,319
France	26,303	22,148
U.K.	28,150	22,148
Germany	4,334	3,053
Other EU	19,720	16,556
Total EU	82,207	66,486
Norway	40	42
Sweden	24	137
Finland	372	267
Eastern Europe	7,394	6,387
Canada	405	201
Japan	11,259	6,874
Other Asia	4,695	2,476
Australia	10	113
All others	3,673	2,905
Grand Total	117,288	94,159

Source: CBS Foreign Trade Statistics, 1996 and 1997.